

Message Text

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ACTION EUR-12

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FM AMEMBASSY MOSCOW
TO SECSTATE WASHDC IMMEDIATE 3448
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C O N F I D E N T I A L SECTION 01 OF 02 MOSCOW 14475

E.O. 11652: GDS
TAGS: BGEN, EEWT, CASC, UR
SUBJECT: CRAWFORD ARREST: RANKING INTERNATIONAL
HARVESTER EXEC ARRIVES IN MOSCOW

REF: MOSCOW 14318

SUMMARY: BRIAN REARDON OF I-H HAS ARRIVED IN
MOSCOW TO CONSULT WITH SOVIET FOREIGN TRADE
AUTHORITIES ON CRAWFORD ARREST AND TO MONITOR
COMPANY AFFAIRS. REARDON BRINGS WITH HIM COPY
OF LETTER FROM I-H CHAIRMAN MCCORMACK TO SOVIET
AMBASSADOR DOBRYNIN REGISTERING "STRONGEST PROTEST"
OVER MATTER. REARDON, WHILE IN MOSCOW, WILL BE HOLDING
ONGOING COMMERCIAL DISCUSSIONS WITH SOVIET FTO'S.
EXECUTIVE V.P. PAUL JOHNSON WILL BE ARRIVING ON
WEEKEND. WE WILL REPORT RESULTS OF REARDON'S
MEETING JUNE 22 AT SOVIET MINISTRY OF FOREIGN
TRADE (MFT) RE CRAWFORD AS SOON AS WE HAVE THEM.
END SUMMARY.

1. INTERNATIONAL HARVESTER'S DIRECTOR OF MARKETING
FOR SOCIALIST COUNTRIES, BRIAN REARDON, ARRIVED
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IN MOSCOW LATE JUNE 21. REARDON ADVISES THAT I-H
INTENDS TO TAKE A HARD LINE WITH SOVIETS OVER
CRAWFORD AFFAIR AND BROUGHT ALONG A DRAFT COPY
OF LETTER WHICH I-H CHAIRMAN BROOKS MCCORMACK
WAS TO HAVE SIGNED AND SENT TO AMB DOBRYNIN ON
JUNE 15. IN HIS LETTER, WHICH DEPARTMENT MAY
HAVE SEEN, MCCORMACK EXPRESSES "STRONGEST

PROTEST OVER ARREST AND MOST UNUSUAL MANNER"
IN WHICH CRAWFORD WAS SEIZED. LETTER MAINTAINS
STIFF TONE THROUGHOUT AND INCLUDES STATEMENT THAT
HARVESTER "SHALL DO EVERYTHING WITHIN (ITS) POWER AS
A COMPANY TO ASSIST" CRAWFORD AND HAS DEMANDED THAT
USG PROTECT CRAWFORD'S RIGHTS AS USCIT. REARDON
INFORMS US THAT THIS LETTER EITHER HAS OR
WILL SOON BE MADE PUBLIC IN U.S.

2. OTHER ITEMS OF NOTE WHICH HAVE EMERGED
FROM OUR INITIAL BRIEF DISCUSSIONS WITH REARDON
ARE:

--(A) I-H RECEIVED TELEPHONE INVITATION FROM
SOVIET FTO TRAKTOROEXPORT (T/E) ON JUNE 16
--THREE DAYS AFTER CRAWFORD'S ARREST-- TO SUBMIT
QUOTATION ON 100 RUBBER-TIRED, MID-SIZED LOADERS
CARRYING LIST PRICE OF \$103,000 PER UNIT.
REARDON HAS APPOINTMENT TO DISCUSS THIS BID
WITH T/E ON JUNE 22.

--(B) REARDON HAS MEETING TO DISCUSS CRAWFORD
CASE WITH RAKHMANIN, CHIEF OF PROTOCOL AT
MFT AT 1030 LOCAL ON JUNE 22. (HE DOES NOT
INTEND TO RAISE MATTER WITH OTHER SOVIET MINISTRIES
FTO'S, ETC., UNTIL HE HAS HAD CHANCE TO AIR MATTER
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COMPLETELY WITH RAKHMANIN, SINCE MFT IS I-H'S
OFFICIAL SPONSOR IN USSR.)

--(C) REARDON HELD COMMERCIAL TALKS WITH FTO
AVTOEKSPORT JUNE 21 RE LATTER'S INTEREST IN
PURCHASING "FORWARD-CONTROL" REFRIGERATOR TRUCKS
TO BE USED IN TRANSPORTING MEATS INTO USSR FROM
FINLAND. (NO MENTION WAS MADE AT MEETING ABOUT
CRAWFORD AFFAIR, ALTHOUGH AVTOEKSPORT OFFICIALS
DROPPED HIS NAME ONCE OR TWICE DURING
CONVERSATION.)

--(D) REARDON SAID THAT I-H CHAIRMAN MCCORMACK
HOSTED DINNER FOR SOVIET MINISTER OF CHEMICAL
INDUSTRY KOSTANDOV, DEPMIN FOREIGN TRADE
SUSHKOV AND APPROXIMATELY 25 OTHER SOVIET
OFFICIALS AT CONTINENTAL PLAZA HOTEL IN CHICAGO
EVENING OF JUNE 20. HE UNDERSTOOD THAT FACT
OF DINNER WOULD BE MADE PUBLIC BY I-H.

--(E) EXECUTIVE VICE PRESIDENT PAUL JOHNSON,
ACCOMPANIED BY TWO OTHER I-H EXECS, WILL ARRIVE

IN MOSCOW OVER WEEKEND (JUNE 24-25) FOR TALKS WITH
SOVIET MINISTRY OF CONSTRUCTION, ROAD AND MUNICIPAL
MACHINE BUILDING RE MAJOR LICENSING DEAL WHICH
HAS APPARENTLY BEEN IN WORKS FOR MONTHS.
ACCORDING TO REARDON, JOHNSON WILL BE RAISING
CRAWFORD AFFAIR WITH SOVIETS AND HAS REQUESTED
TO SEE AMBASSADOR ABOUT IT AS WELL.

--(F) REARDON HAS EXPRESSED DESIRE TO SEE
CRAWFORD AT LEFORTOVO AND EMBASSY PASSED ALONG
HIS REQUEST TO MINISTRY OF FOREIGN AFFAIRS ON

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C O N F I D E N T I A L SECTION 02 OF 02 MOSCOW 14475

JUNE 21. MFA WAS NON-COMMITTAL.

3. EMBASSY WILL REPORT RESULTS OF REARDON'S
TALKS AT MFT AS SOON AS HE DEBRIEFS US ON
THEM. IN MEANTIME, WE WOULD BE GRATEFUL
IF AN WHEN MCCORMACK-DOBRYNIN LETTER OF MADE
PUBLIC, OF DEPARTMENT NOTIFICATION TO THAT
EFFECT. IT IS INTERESTING TO NOTE THAT SOVIETS,
FROM THEIR SIDE, ARE CONTINUING BUSINESS AS
USUAL WITH I-H; PERHAPS THEY VIEW THIS AS A
SWEETENER TO SOFTEN FIRM'S RESOLVE TO SUPPORT
ITS EMPLOYEE IN HIS PRESENT PREDICAMENT.
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